KYLE O'SULLIVAN

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EDUCATION

University of Bath, Bath, UK
MSc Computer Science (Awarded £15,000 in Scholarships) *2025 Sep-2026 Sep*
- Software Development, Software Engineering, Artificial Intelligence and Machine Learning

BSc Management (First) *2022 Sep-2025 July*
- #1 cohort Business Analytics, #1 for Strategy with AI, #5 for Finance

Yonsei University, Seoul, South Korea
Exchange in Venture Capital and Entrepreneurship (Grade A) *2023 Jun-2023 Aug*
- Developed a deep understanding of venture capital and the underpinnings of Series-A funding

Nanyang Technological University, Singapore
Exchange in Human Computer Interaction (Grade A) *2022 Jun-2022 Aug*
- Received world-class education in UX/UI design principles, applying eye-tracking data and heatmaps to analyse user attention patterns and create clean, intuitive interfaces for optimal user engagement in digital applications.

Previous Schooling
- A Levels: Maths (A*), Further Maths (A*), Business (B), Accounting (B)

SOFTWARE PROJECTS

Co-Founder & CTO, Arcadeus *2025 May-Present*
- Developed an LLM-powered real estate analysis tool using LangGraph, seamlessly integrated with Microsoft Excel via Office.js to process live spreadsheet data. Architected and built the complete technical infrastructure independently.
- Established partnerships with leading academic institutions including University of Cambridge and Bayes Business School
- Guest lectured for Cambridge MSc Real Estate Finance program on AI applications in real estate transactions

Founder & CEO, Frift – Student Marketplace *2024 Sep-Present*
- Designed and launched a cross-platform marketplace app for iOS and Android with a unified Firebase backend
- Built scalable real-time data architecture with Firebase/Firestore and custom Cloud Functions for user verification, automated moderation, and multi-tag filtering. Optimised performance by bundling frequently-accessed static data into a single JSON asset, reducing from 200+ individual Firebase queries to 1 local read for faster load times and lower operational costs.
- Delivered a polished, engaging user experience with social-inspired feeds, responsive product grids, and optimised media handling, boosting engagement and session time.

Web-design Lead, Marvellous Maps, Bath, UK *2025 Feb-2025 May*
- Lead and directed the project of a $1,000,000/yr online store in their move from Squarespace to Shopify.

PROFESSIONAL EXPERIENCE

180 Degrees Consulting, Bath, UK
Consultant *2024 Feb-2024 Jun*
- Developed effective footfall strategies for the Soldiers of Gloucestershire Museum, along with the partnership with Oliver Wyman, by conducting comprehensive primary and secondary market research, analysing 50+ national competitors.
- Excellent data visualisation and story-telling capabilities by creating compelling PowerPoint presentations using ThinkCell.
- Weekly meetings with the board of directors to pitch strategic recommendations that consistently exceeded their expectations.

SOBIC, Bath, UK *2024 Feb-2024 May*
Global Markets Researcher
- Delivered a persuasive asset pitch for NYSE: CVS to a group of investors backed by calculating DCF and LBO using Excel.
- Published research papers based on recent events such as interest rates in Japan, and crude fluctuations due to the Israeli war.

Dreamfora, Seoul, South Korea
Marketing Summer Intern *2023 Jun-2023 Aug*
- Leveraged the company's demographic data and analysed competitors to develop a tailored and proven marketing strategy.
- Successfully pitched the idea to the CEO with a detailed cost breakdown and executed the strategy with the allocated funds.
- Produced 20 promotional videos and grew the Instagram following from 0 to 8,900 within 11 weeks.
- Adapted to and thrived in an international work environment, showcasing cultural fluency, adeptness in cross-cultural communication, and a keen ability to navigate diverse perspectives.

TECHNICAL SKILLS & ACHEIVEMENTS

- Programming & Data: Python, SQL, MATLAB, R, SPSS; Expert in Excel (financial modelling), PowerPoint (ThinkCell visualisations).
- Software/Tools: Javascript, Flutter/Dart, Firebase/Firestore, LangGraph, Office.js.
- Achievements: Gold Scholarship (£5,000/year, top 50 recipients); Won $7,000+ in esports competitions, honing high-pressure teamwork.